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According to Dr. AJ Drenth Like the INFJ personality type, ENFJ is one of the rarest of the sixteen categories, accounting for only about 2-3% of the population. ENFJ's warm, engaging, charismatic, persuasive and talk a lot. These personality characteristics contribute to their status as kings and queens of the social realm. ENFJs can quickly read and establish relationships with others. Because of their love for people and formidable social intelligence, ENFJs develops a vast network of friends, acquaintances, and social connections; they are excellent par networkers. Just as ESPs look for a breadth of sensory experience (Se), so it is with enfjs' relationships and interactions with people (Fe). Like INFJs, ENFJs excel when it comes to reading people, quickly evaluating and reflecting their emotions, expressions and body language. This gives ENFJs great insight into people, contributing to their effectiveness in education, consulting, sales, public relations, and other ENFJ careers. ENFJs explore their human skills quite early in life. Indeed, their self-esteem and self-image grow largely around their social strength. With each new person they encounter and connect with, their concepts of themselves and their own values are strengthened. Over time, ENFJs are gradually aware of their power to influence and persuade others. At some point, they realize that they can use their persuasive power to get almost anything they want. From that point on, they struggled to the extent that they were willing to use their charm and prestige to achieve their goals. They can take an end justifying the means of approach, manipulation and politics their way to the fore. Or, they can give up the temptation of quick success and preserve their integrity. While working a crowd or charming an audience is definitely insusing enfjs, their desire to engage with people goes beyond superficiality only. Their anctal function, Intuition (Ni), adds a less obvious depth in their ESFJ partners. Like THE INFJs, ENFJs see it as their job to help others live more authentic, ethical and healthier lives. Using their insight into humans, they can be quite effective in diagnosing problems and building solutions that give birth to personal development. And because ENFJs are the most convincing (even if a little strong) of all kinds of personalities, others often respond well to their advice. Although ENFJs certainly want to help and support others, their reasons for doing so are not always completely altruistic. After all, as fe type, their own sense of self is inextricably intertwined with others. So while ENFJs really wants these that they help to succeed, if those individuals end up failing, ENFJ can go down them. After all, failure on the part of their students seems to threaten ENFJs' ability to self-realize, is their own extension. Deep down, ENFJ can feel that a poor student is a reflection of a poor teacher. Another element of ENFJs that cannot be ignored is their desire for self-receding. As we will discuss later, this relates to their inferior function, Indi person thinking (Ti), forcing them to self-control, self-orientation and self-regulation. Unfortunately, like other types, ENFJs often overestiat their skills and development. So while they may yearn or even believe that they have ate self-employment, they are often much better at evaluating and managing others (Fe) than themselves (Ti). In short, ENFJs is driven by a number of things. They are instioned by social novelty and connection with people. They are also motivated by personal excellence and self-mastery, including a sense of confirmation that comes from being valued and admired by others. Finally, and perhaps most importantly, they try to accelerate the personal development of others, which, in turn, reinforces their sense of purpose and personal worth. ENFJ Personality Type Development & Functional Stack ENFJs' functional stack includes the following functions: Dominant: Extraverted Feeling (Fe) Auxiliary: Introverted Intuition (Ni) Tertiary: Extraverted Sensing (Se) Inferior: Introverted Thinking (Ti) development of the personality type of ENFJs can be widely formed as consists of three stages: Phase I (Childhood) This stage is characterized by the appearance and differences of the dominated function of ENFJs , Feeling reversed (Fe). In developing and consolidating their Fe, PHASE I ENFJs may seem inactive and opinionated, quick to make judgments and draw conclusions about the world. Since their judgments have not been considered and balanced by their an assistant Nuns, they are prone to jumping to conclusions. Since Fe is a reasonable evaluation function, ENFJs tend to take themselves and their lives quite seriously. Even from a relatively young age, ENFJs are self-disciplined and goal-oriented, striving for excellence in whatever they do. They may differ markedly from the INFJ during this period, having the dominant function (Ni) as a Cognitive function. Ni reminded INFJs to be more open and value life than phase I ENFJs would not do. While both types use Fe, INFJs are more interested in eating and digesting the world (Ni), while ENFJs has worked to change or control it (Fe). Phase II (Adolescence-30s) Once their Fe dominates reaches a certain threshold of strength and dominate, the inferior function of ENFJs, Indigestion thinking (Ti), enters the image and begins to play a more influential role. This can be confusing because Ti is not next in line in their functional stack. Its excessive influence stems from its bipolar relationship with Fe enfjs. It is somewhat unfortunate that the influence of peaks worse in Phase II, when most people are making life-changing decisions about their careers and relationships. Fe-Ti's pull of ENFJs will be unraveled later in this record. In addition to their increasing presence and influence of Ti, Phase II ENFJs are also developing their anctal function, Inward Intuition (Ni). When they encounter complex problems and situations that call for more patience and reflection, they turn to their Nuns for support. In doing so, they become increasingly able to capture and combine the larger picture (Ni) into their Fe evaluation process. Ni insight can also force them to cancel or amend some of their earlier early judgments. Phase II ENFJs can also begin to distinguish and combine their university function, Extraverted Sensing (Se). For ENFJs, Se represents a further relaxation and opening of their judgment. It helps them loosen their grip on life, incubate their need for constant external control (Fe). As their Ni and Se grow, ENFJs undertakes more cognitive qualities, expressing greater openness, flexibility and acceptance. Phase III (30s, 40s, & Beyond) If everything goes well and they are lucky enough to enter Phase III, ENFJs are increasingly aware of the insidious manifestations of their inferior Ti. By increasing their inferior awareness and learning to operate more authentically like ENFJs, they experience a greater balance between their Fe and Ti. They know that their Ti integration occurs naturally and indirectly when they use their Fe in an authentic way and soften its judgment and needs control through their Ni and Se. As they hone the conditions that support their natural strengths, PHASE III ENFJs come to experience a high and lasting sense of peace, wholeness, and satisfaction. The dominant function of ENFJs: Extraverted Sensation (Fe) Extraverted Feeling (Fe) is the most dominant and preferred function of ENFJs. As an evaluation function that is extraverted in its direction, ENFJs are considered extraverted reviews of all kinds. In terms of residents, this means that they quickly express their feelings, opinions and complaints. They judge before they realize, speak before they listen. This can be both a strength and a weakness. On the one behalf, it contributes to ENFJs' ability to respond quickly and leadership capabilities. On the other side, it can handle ENFJs for evaluation too quickly or too seriously. Fe also instills ENFJs with management trends or influences others. This desire for control should not be immediately considered bad or unhealthy. As we have seen, Assessment is a viable approach and is often used to navigate life. While ETJs are recognized faster as control commanders, ENFJs sense preferences make their means of control more refined and in some ways effective. Because of their ability to read and and ENFJs can quickly and visually distinguish the fastest and most efficient routes to influence them. This usually involves schmoozing through eloquent language packed in warm and friendly Fe. While ENFJs are subtle and smooth in the public arena, those who work with or have a closer relationship with them will eventually see the party more in control or their judgment. While Fe involves a tendency to maintain harmony between individuals and feel good, this can be trumped by its commensurate desire for external control and assertiveness. ENFJs have many wired ways to express their sensory judgment as soon as they go on. This is obviously very important for their intimates to understand, recognizing that what comes out of the mouth of ENFJ is usually their first reaction, the one they can later come to reverse when reflecting further (Ni). Unfortunately, parents and teachers often don't understand this about their ENFJ kids and end up stifling their Fe expressions. This most certainly creates great frustration and can even cause psychological harm in young ENFJs. Fe also plays a prominent role in reading and sympathy with other people's feelings. It helps ENFJs reproduce the emotional state of others within themselves, allowing them to feel what others are feeling. Interestingly, ENFJs have a harder time when it comes to awareness and making their own feelings. This is due to the fact that Fe is directed outside rather than inside. Unlike IFPs, ENFJs don't spend a lot of time trying to independently sort out their emotions. Inside, they trade largely in the currency of Intuition (Ni). Therefore, when ENFJs find themselves in troubling emotional circumstances, they often (and should) turn to others for support or guidance. Expressing yourself through their Fe is very important for their psychological and physical health and well-being. Even in doing so does not give them an immediate solution to the problem at hand, they tend to feel better once they have expressed their feelings, be it through words or through tears. Fe is more influenced by cultural norms and expectations than Fi. Just as Extraverted Thinking (Te) involves collective methods for evaluating and ordering information (e.g. scientific methods), Fe requires socially acceptable ways of participating with people. For example, ENFJs often show rich warmth, friendliness, and congeniality in their interactions. While Fi types may decry ENFJs as superficial or not emotionally superficial, most ENFJs have good intentions to improve morale or seek consensus. Even their efforts to control or schmooze others can be rooted in a greater desire for reconciliation diplomacy, and mutual understanding. Finally, the dominated position of their Fe, combined with their ancies, makes ENFJs one of the consistently oriented goals of all kinds. Type. tend to take themselves, their lives, and their efforts quite seriously. For ordinary viewers, this may not always seem obvious, as ENFJ spends too much of their time interacting with people. But for ENFJs, their interaction with people is an important part of the work of their lives. ENFJs are very deliberate and often have an agenda to teach, promote, unite, persuade, etc. If they see little opportunity to effectively implement their agenda, they can quickly become restless and move on to something different. Anctal Function of ENFJs: Intuition (Ni) As stated earlier, ENFJs Judges before they feel. In many cases, only after making a pre-paid judgment with their Fe did they open up alternative perspectives presented by their anctal function, Intuition (Ni). They differ in this way from INFJs, who use Ni first and are therefore slower to express an original judgment. ENFJ-INFJ differences also appear in the social context. As the dominant fe, ENFJs is the first and fore most important in relation to the shape of what is happening in the immediate social environment (Fe). They want to ensure that good emotions are maintained or to achieve any social goals they have in mind (e.g., teaching, counseling, motivation, etc.). For ENFJs, Ni is interested in having a backsef to Fe. INFJs, by contrast, are more interested in getting an accurate perception of what is happening (Ni) than accomplishing any particular social goal. If they are faced with the dilemma of stating the truth versus saving faces, INFJs are more inclined to come forward. ENFJs, by contrast, are more likely to have an end justifying the means of approach than INFJs are. To implement their J agenda, ENFJs may be willing to say or retain things that will not sit right with the INFJs. They may also be more willing to pretend to be happy. ENFJs can reason, even if accidentally, that if good emotions can be planted out there (Fe), then a sense of inner happiness will probably appear in due time. All this is not to say that INFJs are somehow more ethical or upstanding than ENFJs. Instead, this discussion illustrates the importance of the relative order of functions in the functional stack, always influencing the priorities, motivation, and actions of a certain type. The university function of ENFJs: Extraverted Sensing (Se) Reverse Sensing (Se) acts as the university function of ENFJs. While Si involves an in-depth connection with the past to be remembered, Se is wider and present-oriented. It accumulates specific details and sensory information from the environment by way of five senses (i.e., sight, smell, touch, bar, and taste). Unlike Si, Se is unhappy with habit and familiarity. Instead, it seeks sensory and material novelty. Se kind of love novel feeling and appearance, physical thrills, and material They are free over the kind of Si in their approach and use of the material world. Se can also be associated with a concern for beauty and aesthetics (especially in these types of Sensations). ENFJs often have subtle tastes when it comes to their material surroundings, their physical appearance, as well as their palate. They often show a taste for better things in life – fine arts, food, music, culture, etc. So some ENFJs can be considered snobbish or uppity, taking themselves or their sophisticated tastes a little too seriously. POOR FUNCTION ENFJs: Indictively thinking (Ti) For those unfamiliar with the operation and powerful effects of inferior functionality, as well as strategies to deal with it, I encourage you to explore some of my articles about inferior functionality. Like other types, ENFJs can easily be so blind that their inferior function affects their decisions and behaviors. Without fully understanding their inferior function, Indigest thinking (Ti), ENFJs will continue to feel inadequate and prone to unhealthy decision-making in their careers, lifestyles and relationships. Like ITPs, EFJs can be seen as trying to find the right balance between their Ti and Fe, independence (Ti) and mutual dependence (Fe), self (Ti) and others (Fe). For ITPs, Ti is much more conscious than EFJ. While ITPs may feel they have little control or influence over the outside world (Fe), the internal structure granted by their Ti conscovers a strong sense of inner control. This allows them to independently manage and order their thoughts and experiences to better deal with a world they see as out of their control. ITPs also use their Ti power logically to distinguish their own truths. Because their Ti is inferior,

ENFJs do not enjoy the same sense of inner control that ITPs do. Nor do they experience the same aptitude or confidence in their ability to consciously wield logic. Just like slippery and confusing emotions for ITPs, so it is with logic for ENFJs. However their catchy Ti, ENFJs are still captivated by it (as all types are with their inferiority). In many ways, Ti represents a source of whole heart and self-realization for ENFJs. Since Ti and Fe include a whole function, they intuitively realize the importance of integrating these two functions so that they feel whole and complete. Therefore, ENFJs can be seen as striving for a greater sense of inner control and reasonable capacity (Ti), which is why they can express some of the same benefits or self-concepts as INTPs. For example, ENFJs can conceive her as very reasonable, independent, and self-sufficient. They can praise the virtues of independent thought (Ti), praising the value of strategic cognitive behavior. They may also prefer self-awareness or self-study. When pampering their Ti, they may lose in piles of nonfiction books or magazines. Their ti may even motivate them to participate in formal research in subjects such as mathematics, science or philosophy. Some ENFJ's may even consider themselves intrans because of their Ti appeal to intelligent or intellectual topics. But just like other types misunderform or over-appreciate the skills and abilities of their inferior functions, so it goes with ENFJs. In truth, ENFJs are not as reasonable or independent in their thoughts as they imagine themselves to be; the majority of ideas related to their thinking are often cancelled from without. Moreover, as Extraverts, ENFJs are much better at reading, understanding and controlling others (Fe) than themselves; they have more cognitive (Fe) than self-awareness (Ti). Since ENFJs are ultimately uncertain about the soundness of their own logic (Ti), they may inadvertently try to convince themselves through actions that convince others. The more people can convince that an idea is sound (Fe), the more confident they are to feel about its authenticity (Ti). Personal growth for ENFJ As I have described elsewhere, personal growth is more about using our natural strengths and strengthening the conditions for authentic activity by our type rather than about directly developing or improving inferior functionality. In this light, the ENFJs integration learns to regularly use their Fe and Ni, while allowing ti end points to take care of themselves. Instead of over-emphasizing their skills as independent logicians (Ti), for example, they better focus on their relationships and social networks (Fe). While it may sound paradoxical, the best way for ENFJ to make its own reality and discover itself is through consistent participation with others. By helping others discover and realize their potential, ENFJs move closer to self-understanding and personal wholeness. For a deeper look at each OF ENFJ's personality preferences and functions, be sure to explore our latest eBook, My True Type: Clarifying Your Personality Type, Interests & Functions: Related Articles: Related Profiles: INFJ | ENFP | ESFJ ENFJ Careers, Jobs, & Majors ENFJ Relationships Challenge Celebrity/Celebrity Enfs: Frasier Crane, Princess Leia, Neil Patrick Harris, Raymond Reddington (Blacklist), Simon Cowell, Melissa George, David Copperfield, Merve Emre Emre

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